

FIG. 1

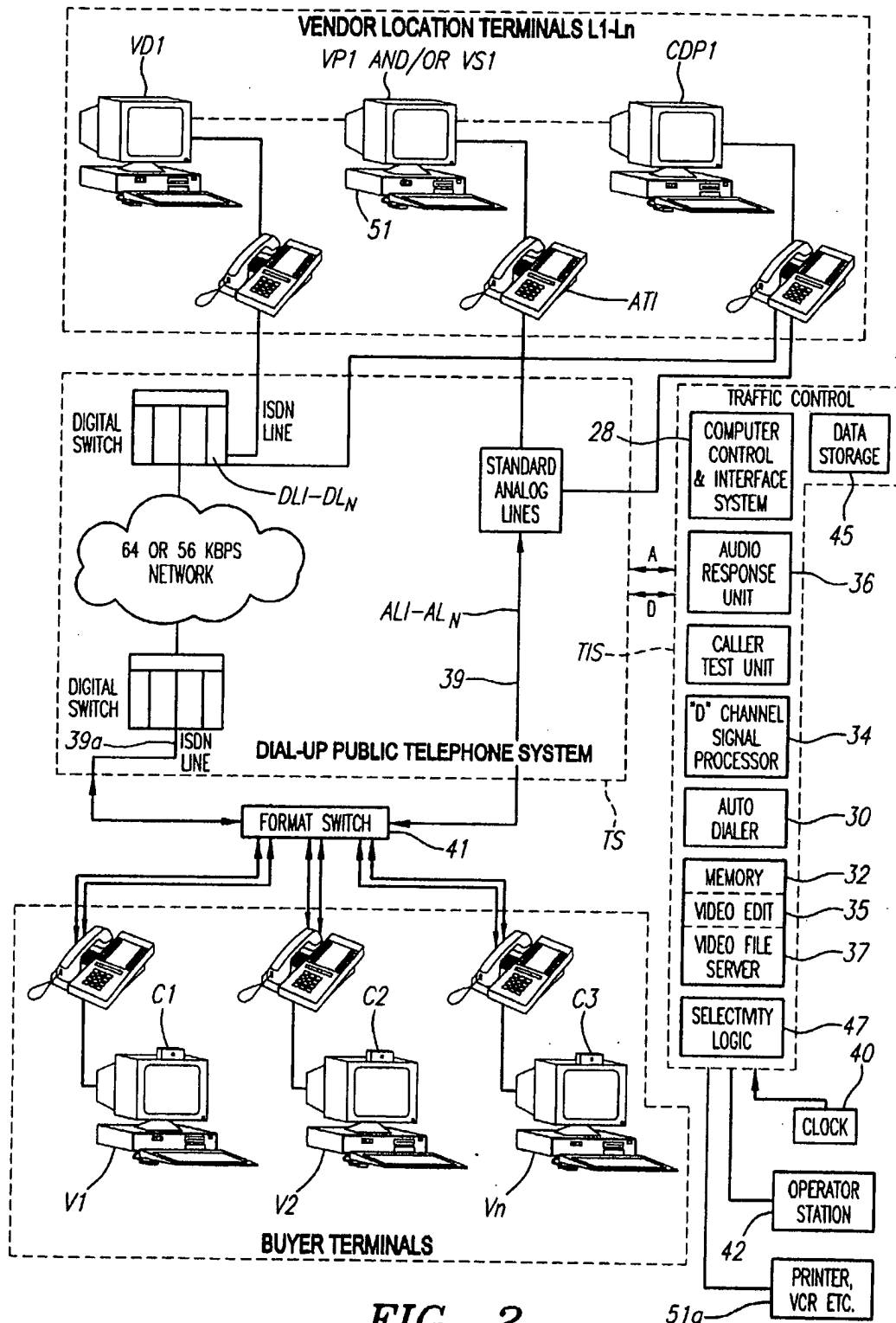


FIG. 2

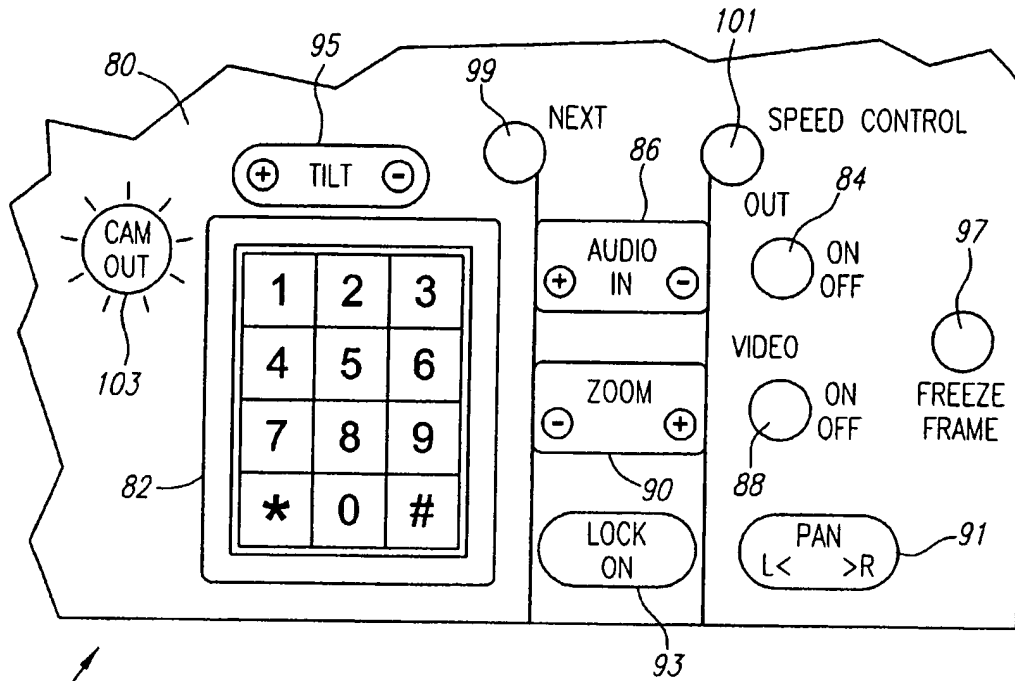


FIG. 3

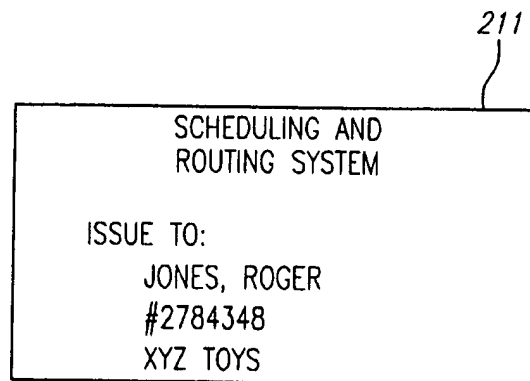


FIG. 4

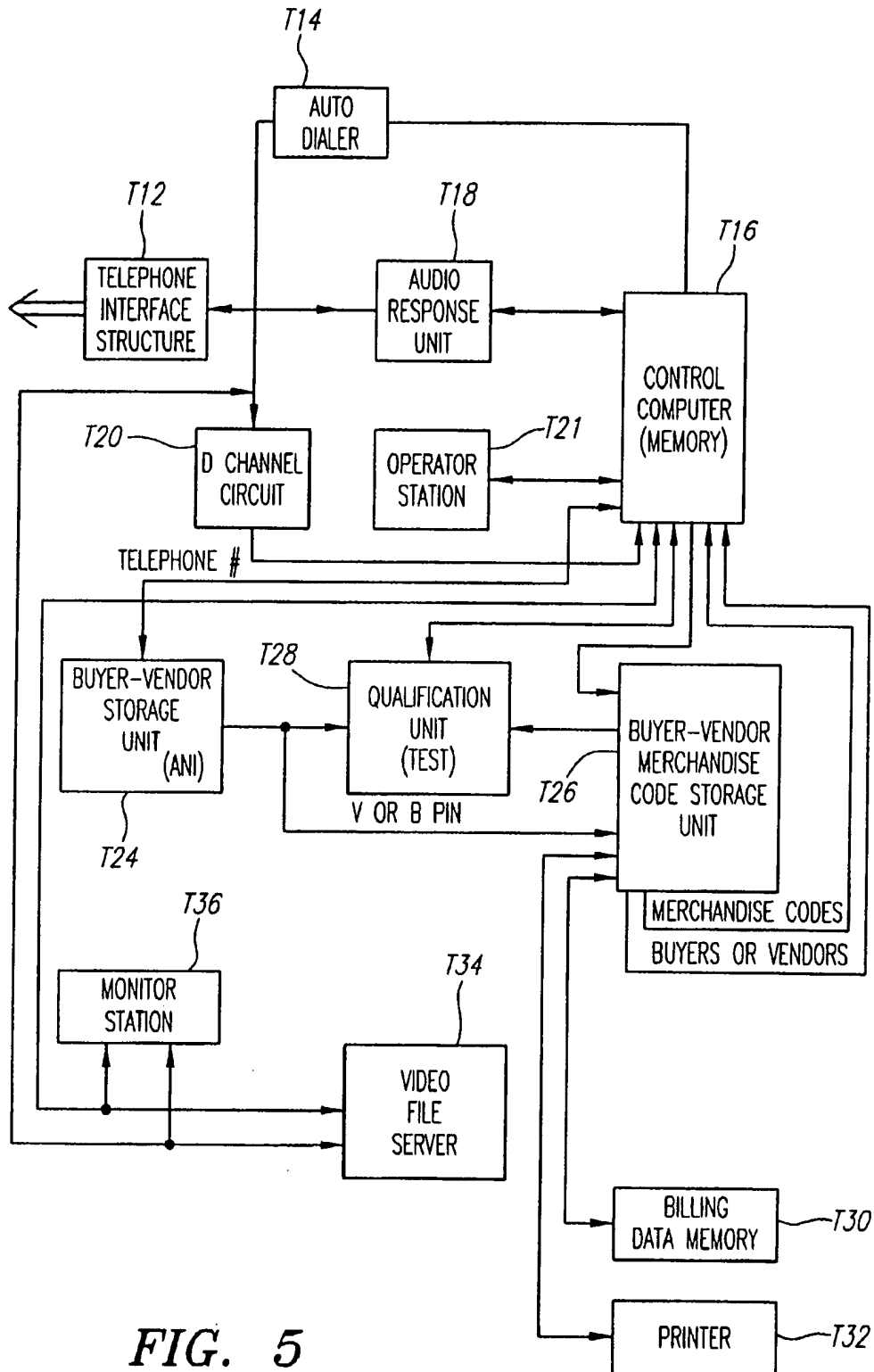


FIG. 5

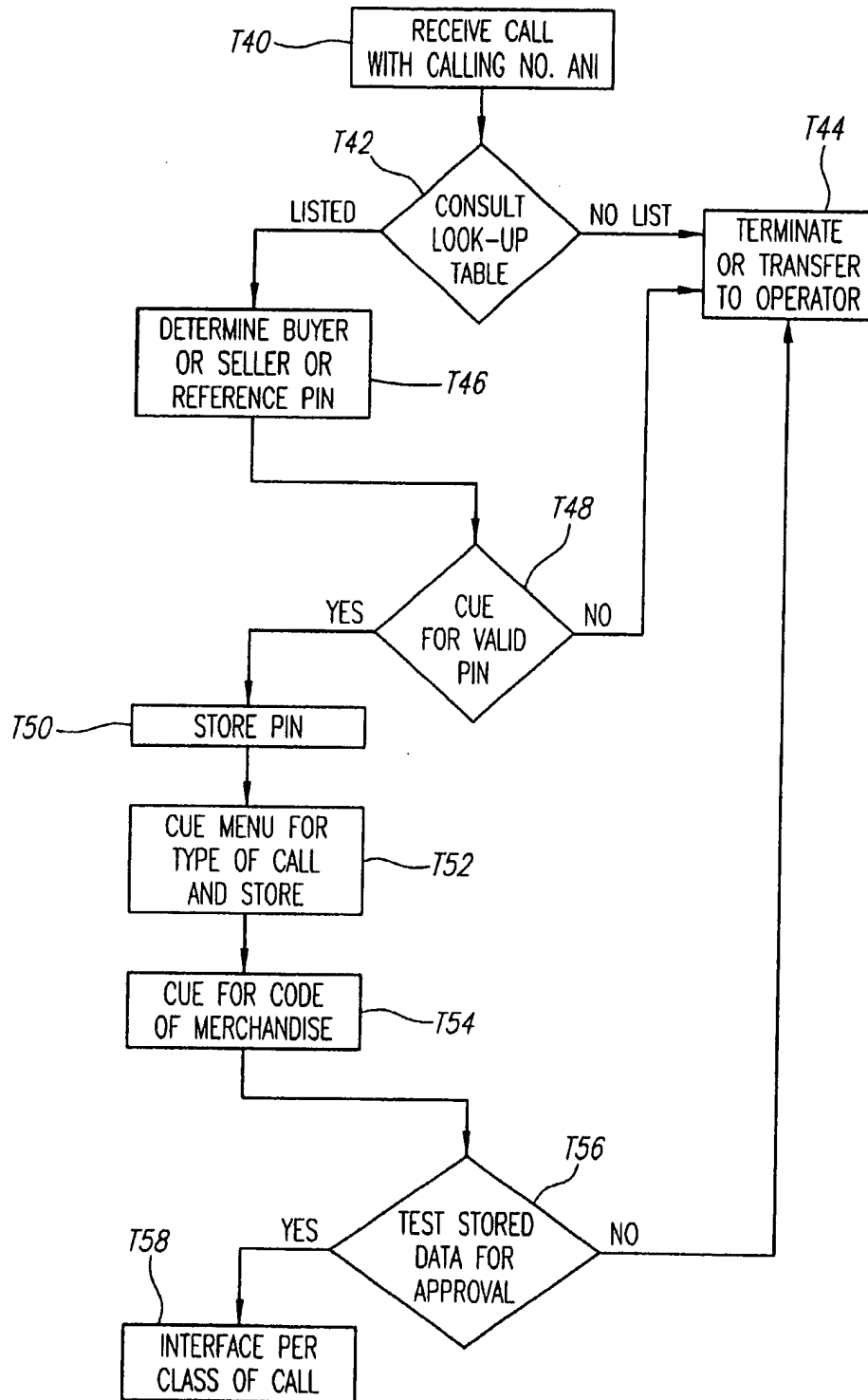


FIG. 6

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TELEPHONE NO. & ADDRESS						VENDOR CELL	
PIN VENDOR NO.	TELEPHONE NO.	VIDEO FORMAT	RATING	PRIORITY			
PERSONS		NAME	COMPANY NAME	OTHERS IN CONFERENCE	LAST PURCHASE DATA		
CROSS REFERENCE NO. TO OTHER BUYER LOCATIONS			BUYERS AVAILABLE	TIME LIMIT			
CALL BILLING DATA D1 DATE - TIME - FORMAT NO -			CALL BILLING DATA D2	USE RATE			
MERCHANDISE CODES							

FIG. 7

FIFO TIME ADDRESS		BUYER CELL	
BUYER NO.	APPOINTMENT SCHEDULE		
- (DAY - MONTH - YEAR - TIME - PERIOD#) - (DMYTP)			
- (DMYTP) -		AVAILABILITY SCHEDULE	
MERCHANDISE CODES			

FIG. 8

EXEMPLARY BUYER REQUEST FORM

DATE	<u>12-7-93</u>	TIME	<u>8:45 AM PST</u>	BUYER CO.	<u>FOOD 4 LESS</u>	SPECIFIC BUYER	<u>LARRY ISHII</u>
VIDEO UNIT	<u>714 668 5335</u>	YOUR REFERENCE #	<u>5127</u>	MERCHANDISE CODE	<u>472361</u>		
GENERAL CATEGORY	<u>BASIC HEALTH AND BEAUTY AIDS</u>		SPECIAL CATEGORY	<u>SHAMPOO & CONDITIONERS</u>			
SUBMIT PRESENTATION							
REQUEST SPECIFICS							
CONDITIONING SHAMPOO FOR THE U.S. MARKET							
PAPAYA BASED							
12 OZ. BOTTLE							
UNDER \$2.00 NET COST							
MUST BE AVAILABLE DELIVERED TO FULLERTON, CA BY 12-18-93, 8:00 AM PST							
MINIMUM 10,000 UNITS							
DATE/TIME OFFERS REQUIRED BY <u>12-7-93, 3:00 PM (PST)</u>							

FIG. 9

EXEMPLARY NOTIFICATION RECEIPT

YOUR #5127 RECEIVED, ASSIGNED TELEBUYER #681296 DISTRIBUTED TO 736 VENDORS

FIG. 10